

Fig. 1
(Prior Art)

Strategic Planning Process

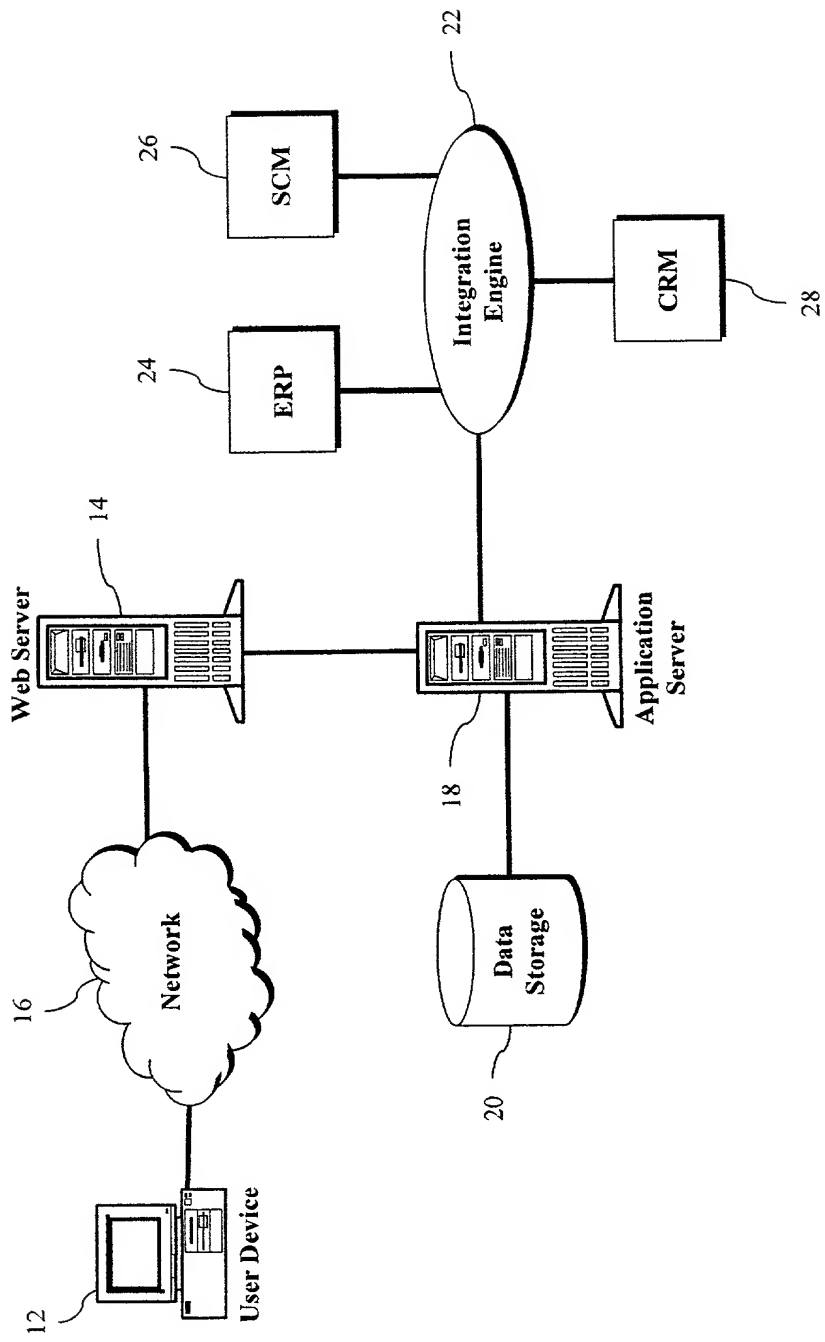
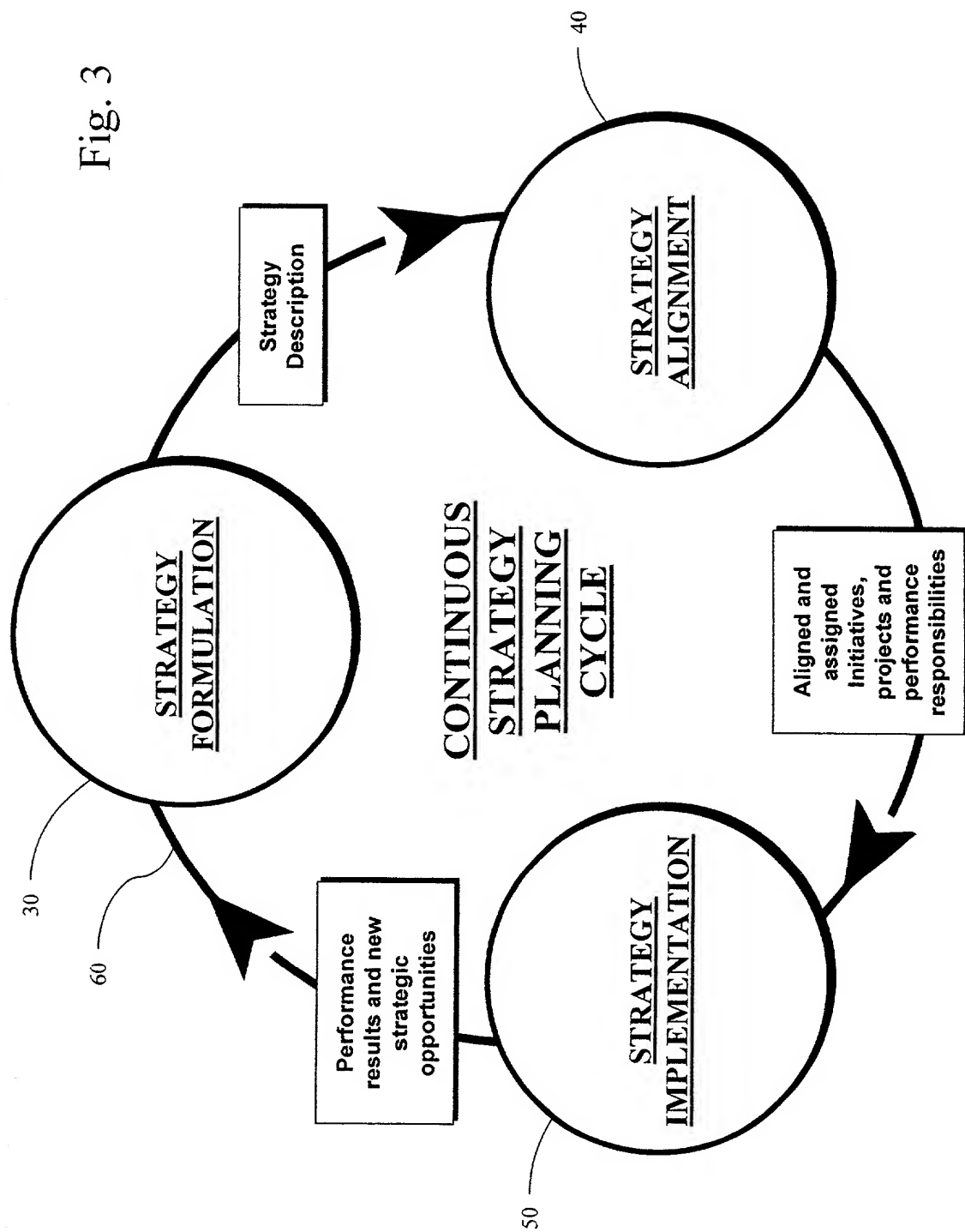
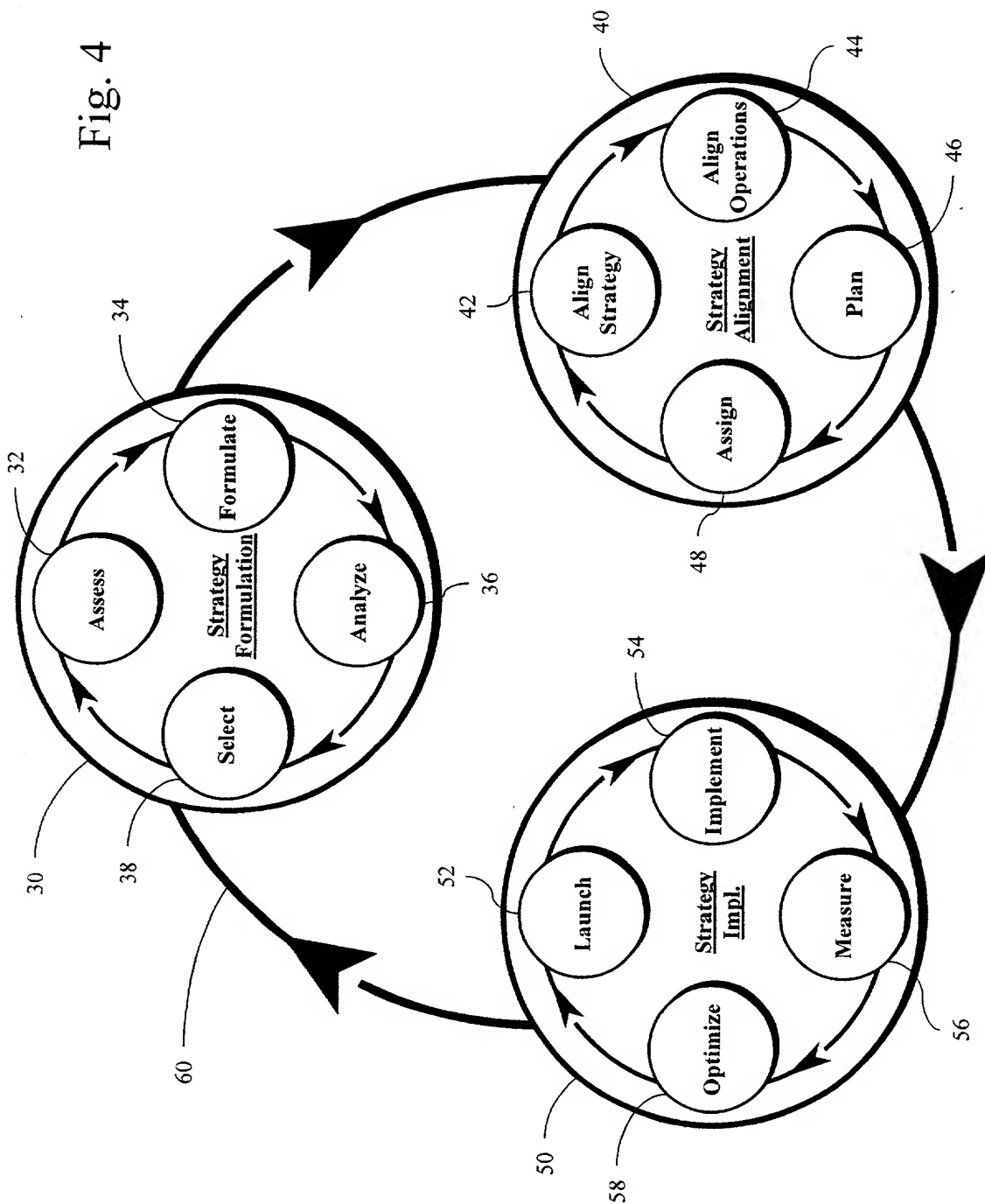


Fig. 2

Fig. 3





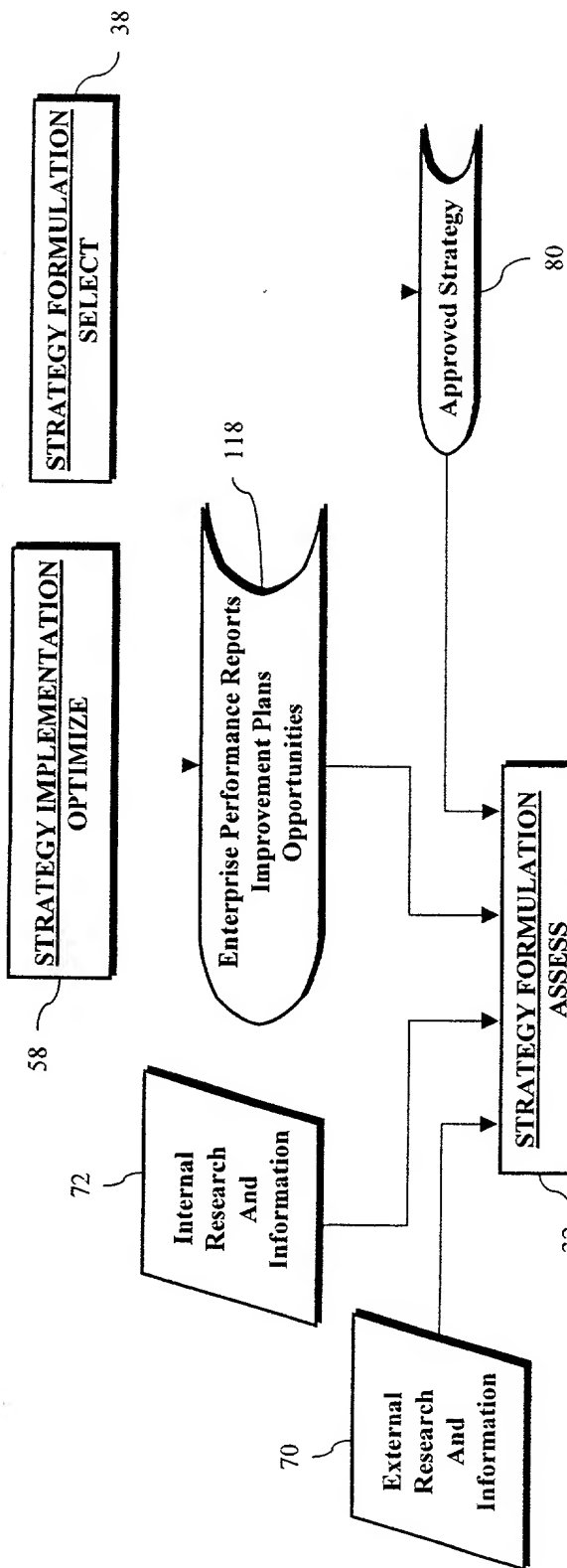
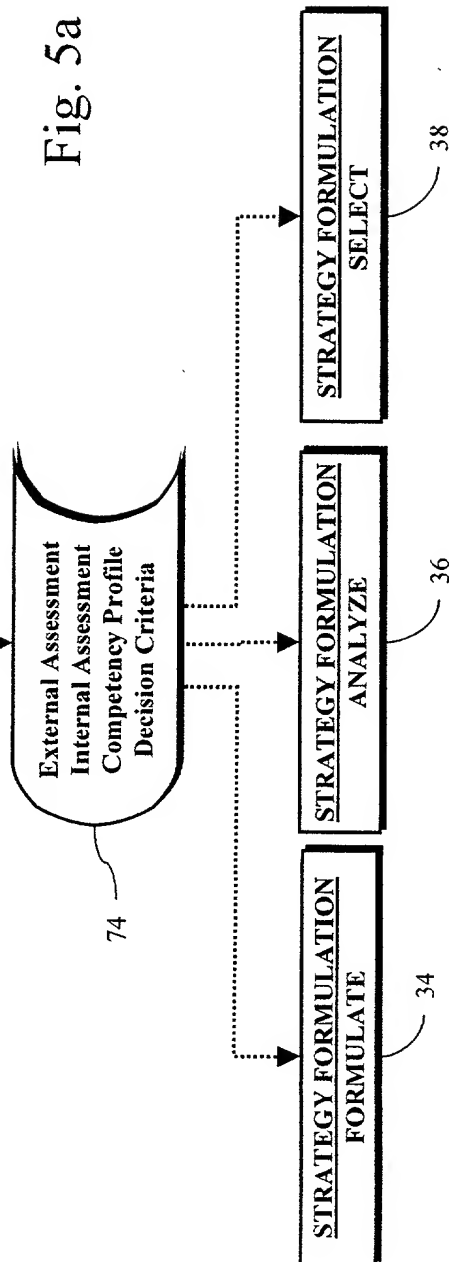


Fig. 5a



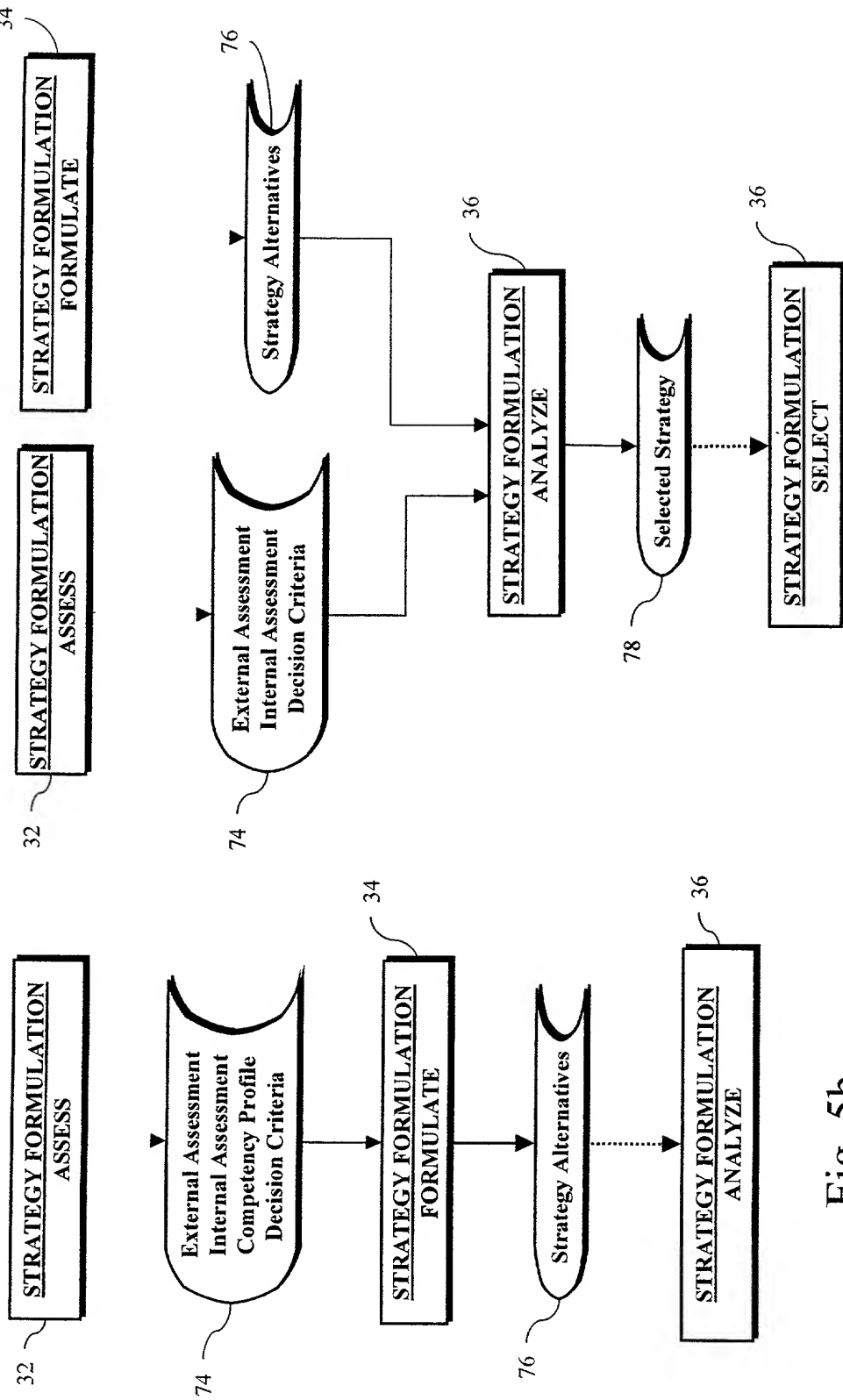


Fig. 5b

Fig. 5c

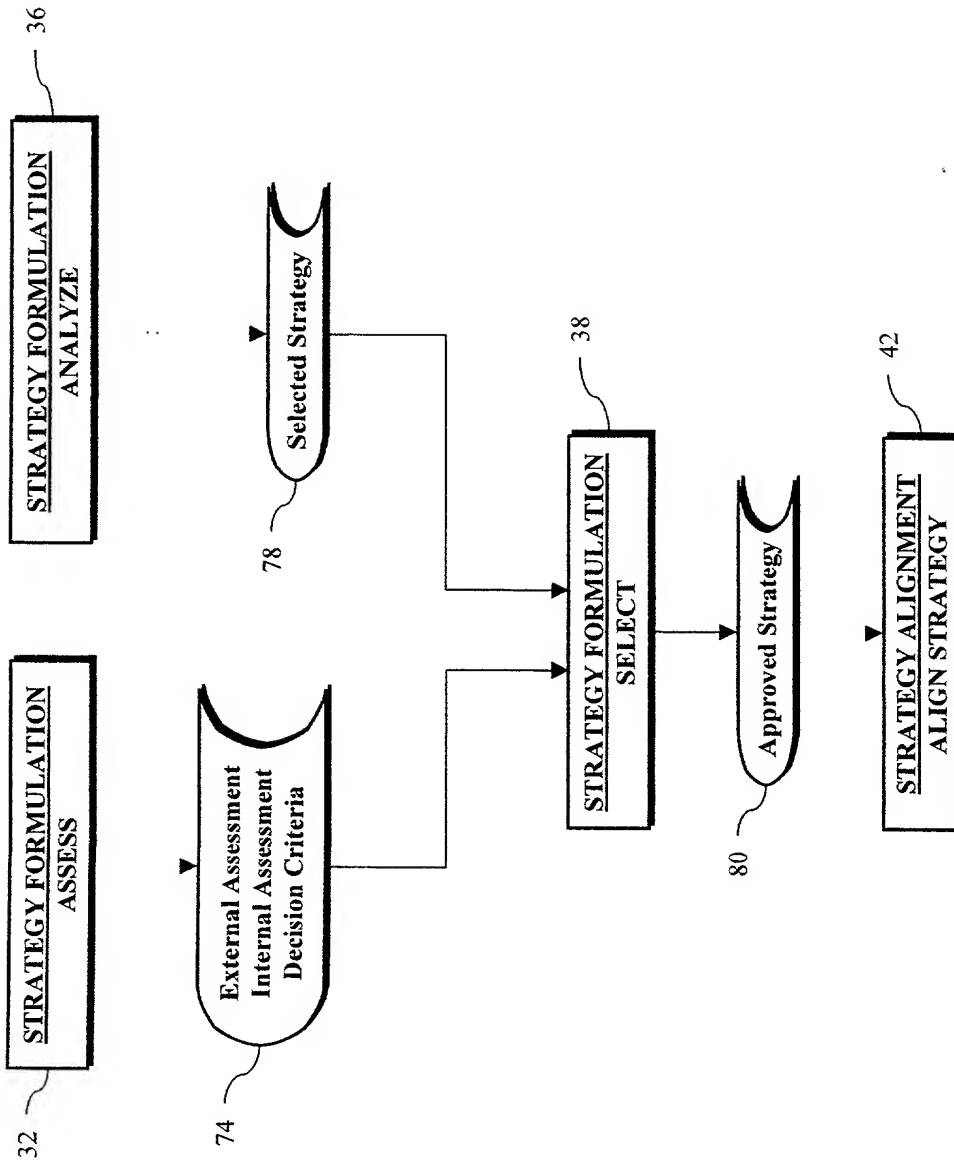


Fig. 5d

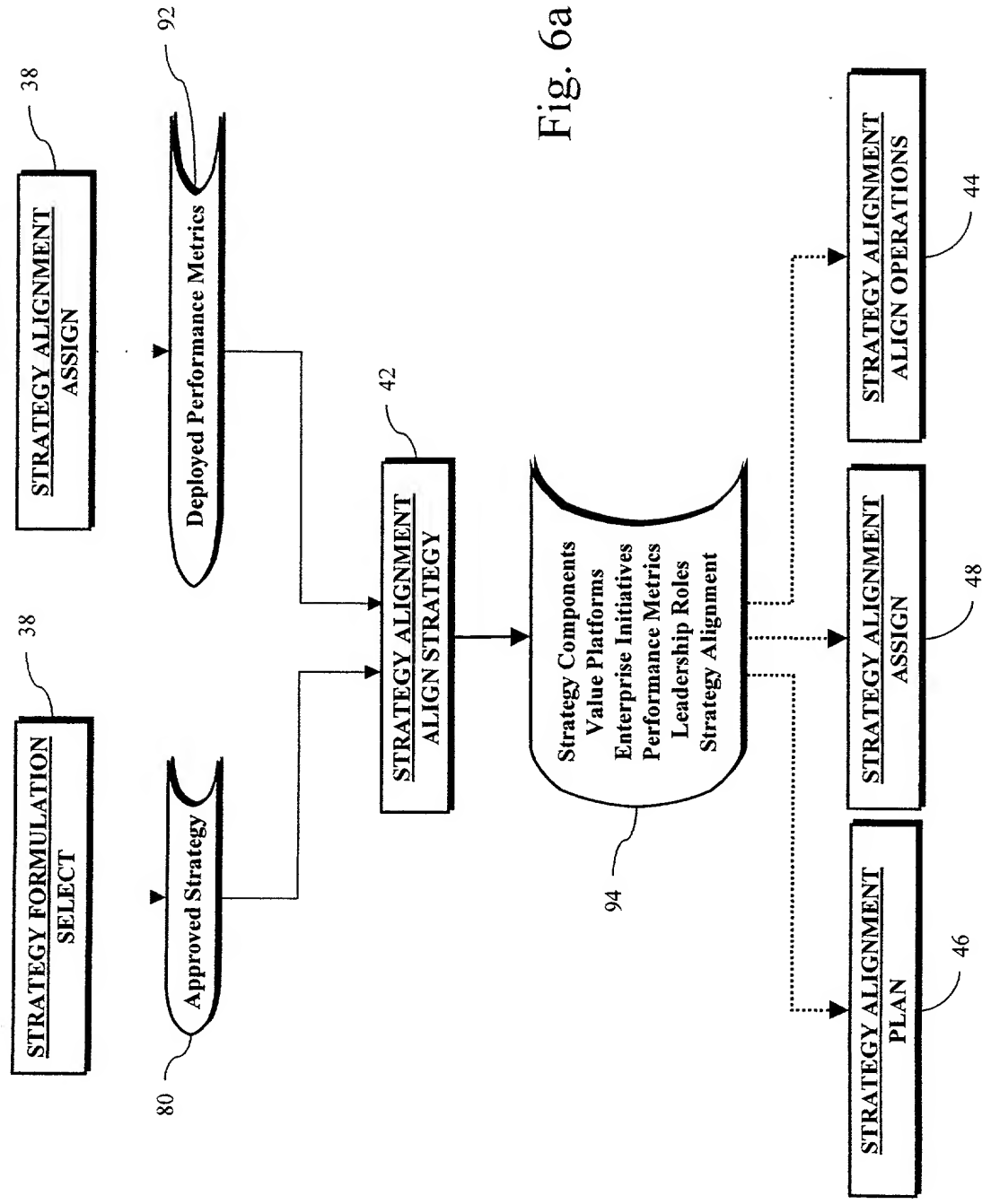


Fig. 6a

METRIC	How important is this implementation of this Initiative to the achievement of this Performance Metric ?			
	INITIATIVE			
	Strategic alliance with enterprise software partner	Build out of vertical ASP offering	Develop marketing campaign for consulting practice by 04/01/2005	Launch software marketing campaign
	Billable hours rate for professional services > 72% Q2 2005	↻	↻	↻
	Application functionality > 95% by end of 2005	✖	↻	↻
	Percent of software revenue from ASP > 45% by Q2 2004	↻	✖	↻

Fig. 7

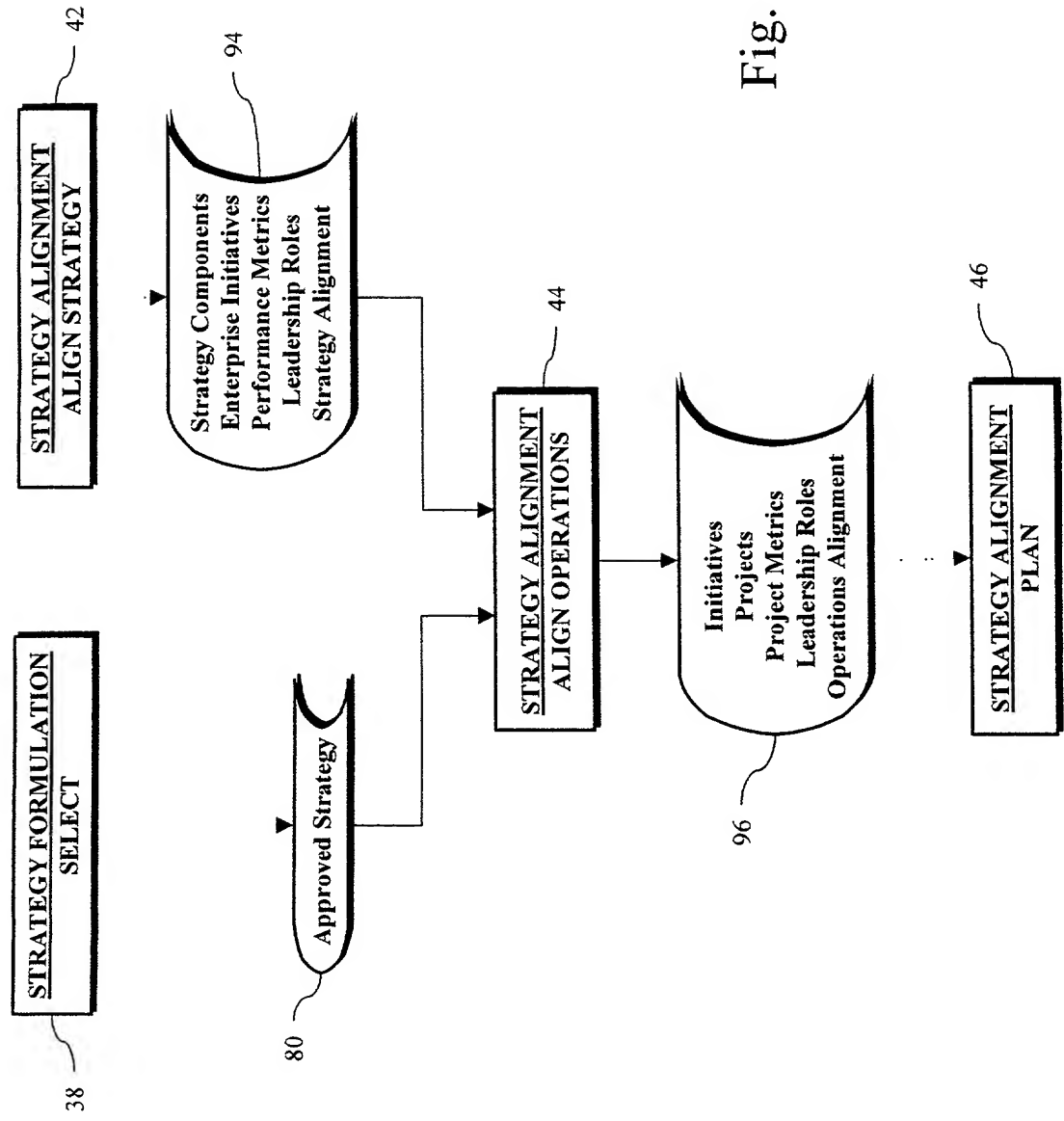


Fig. 6b

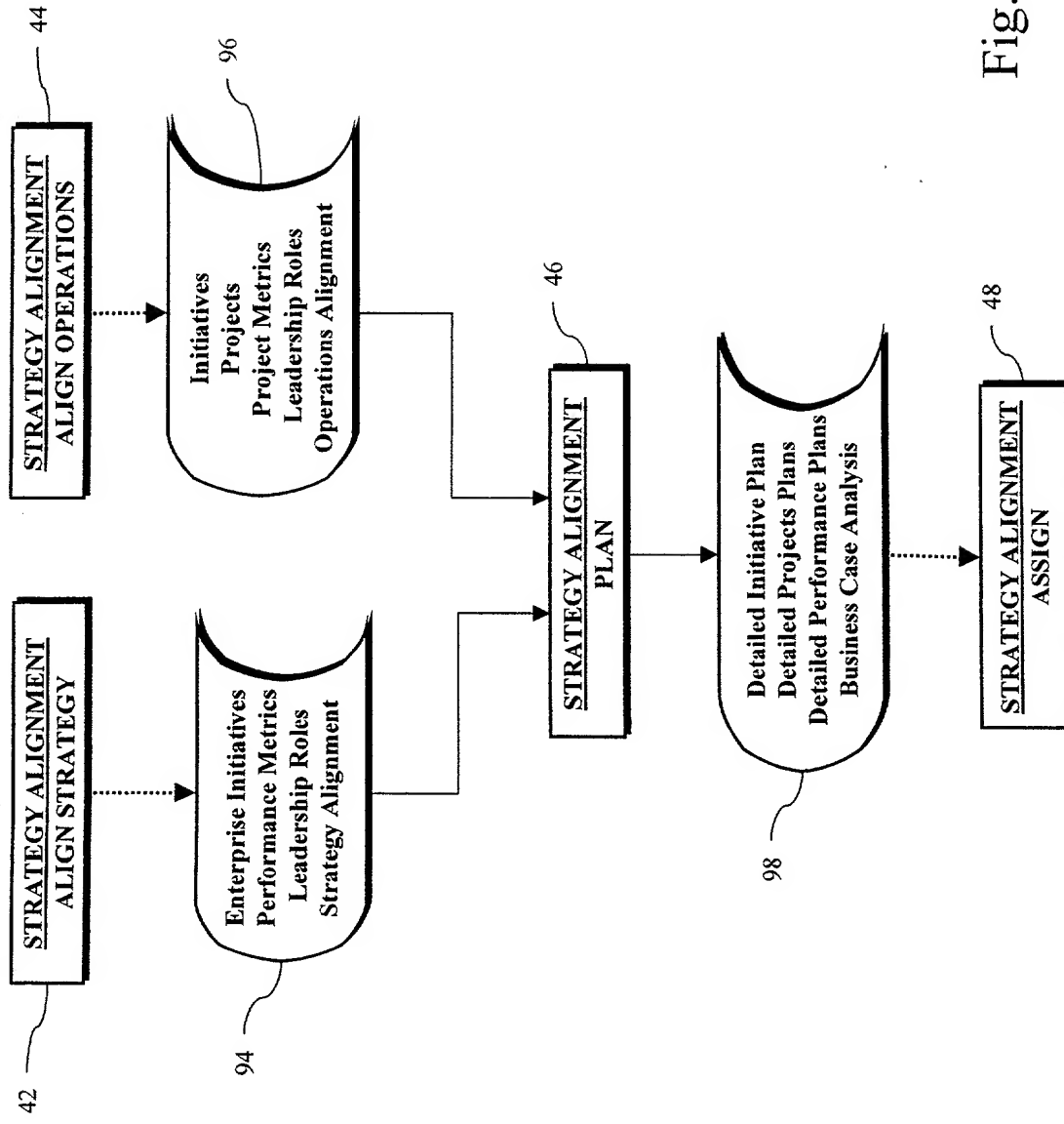


Fig. 6c

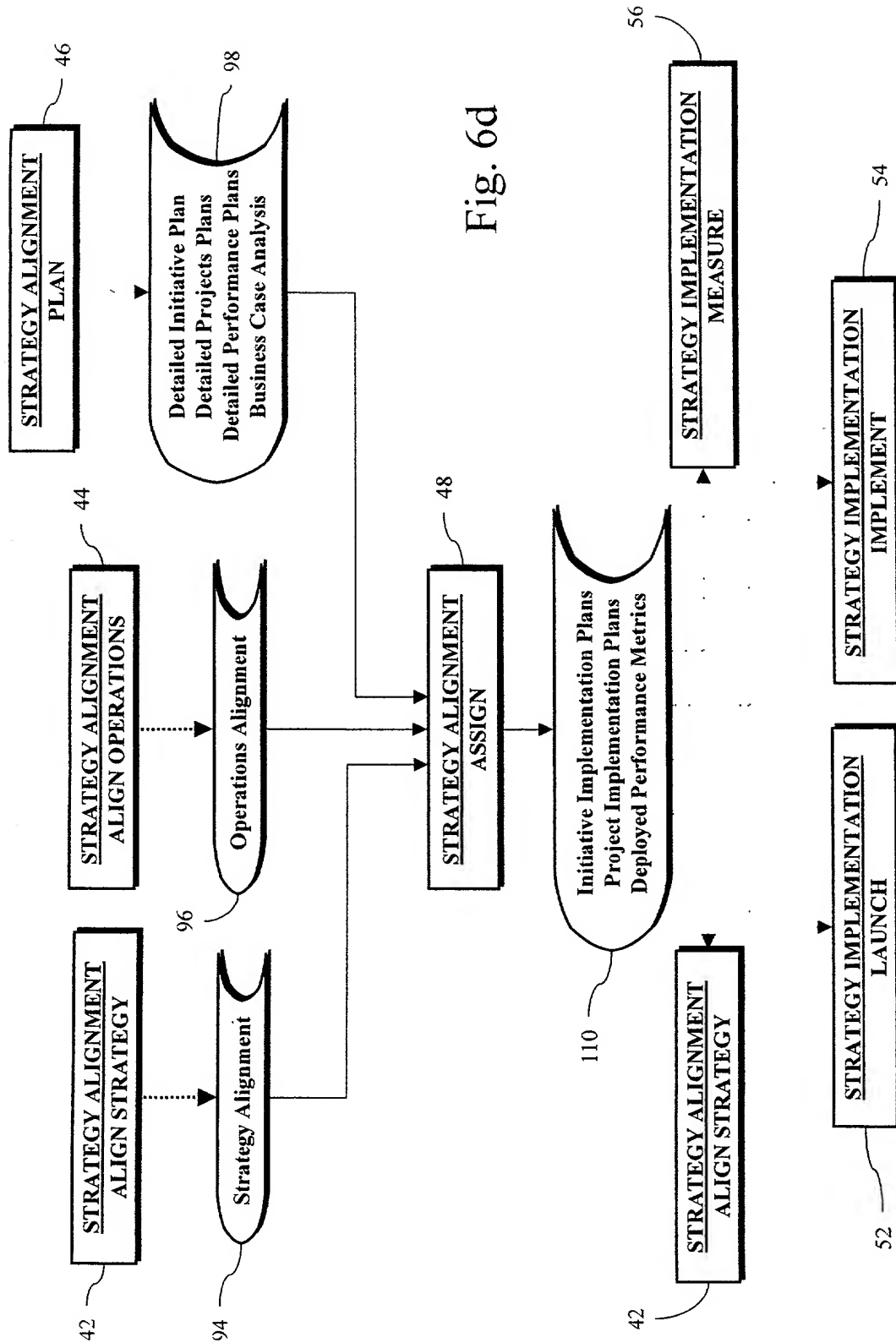


Fig. 6d

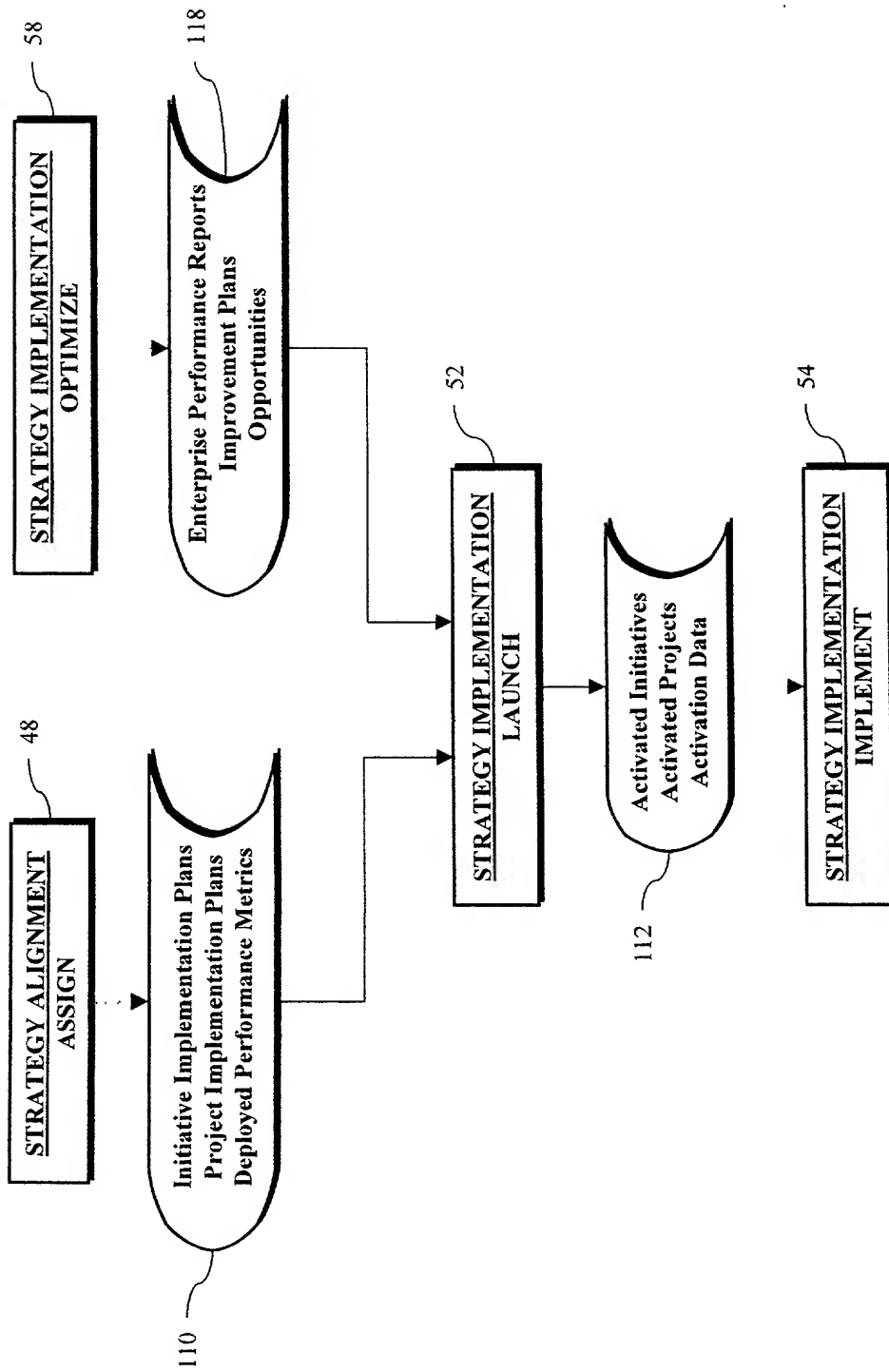


Fig. 8a

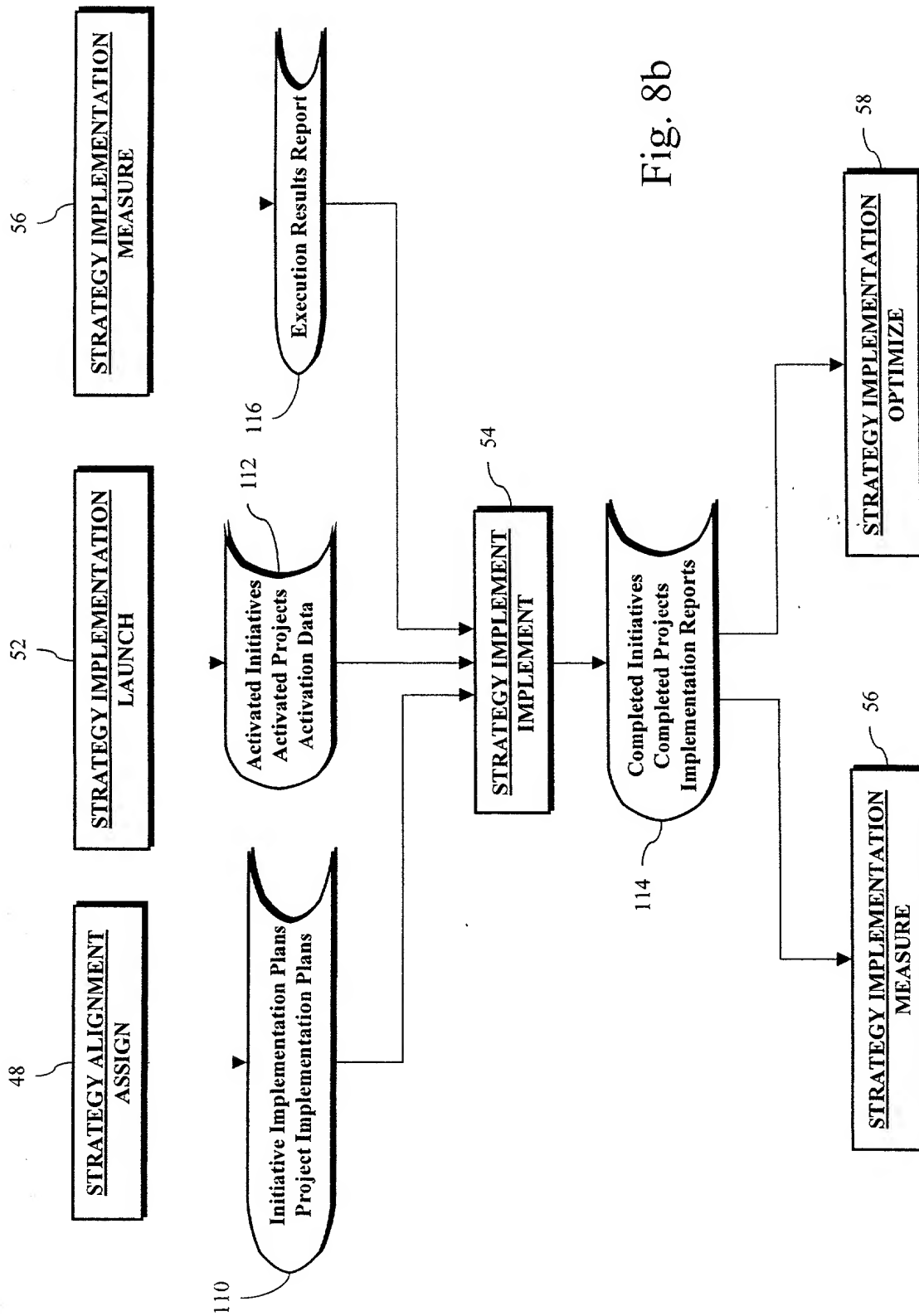


Fig. 8b

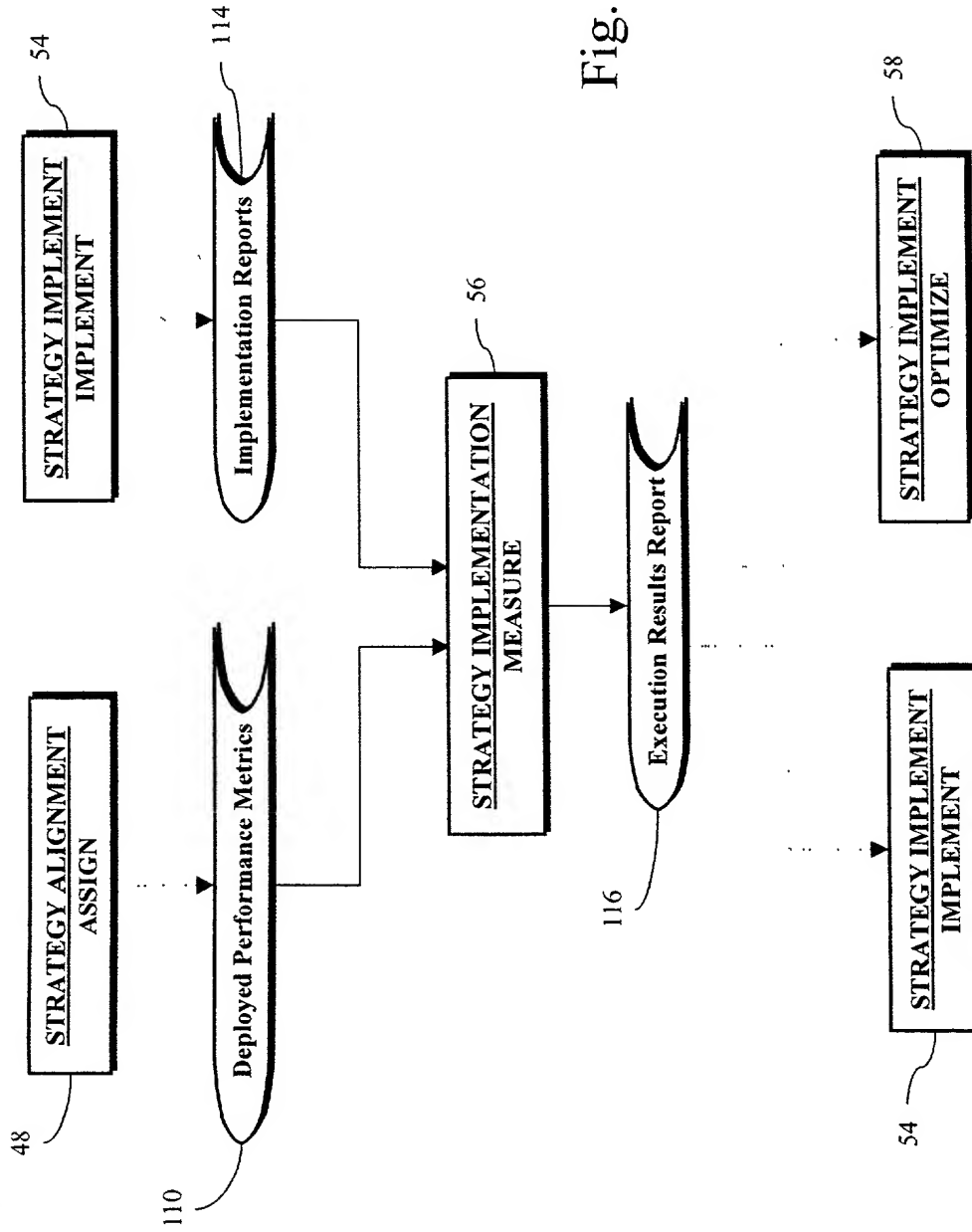


Fig. 8c

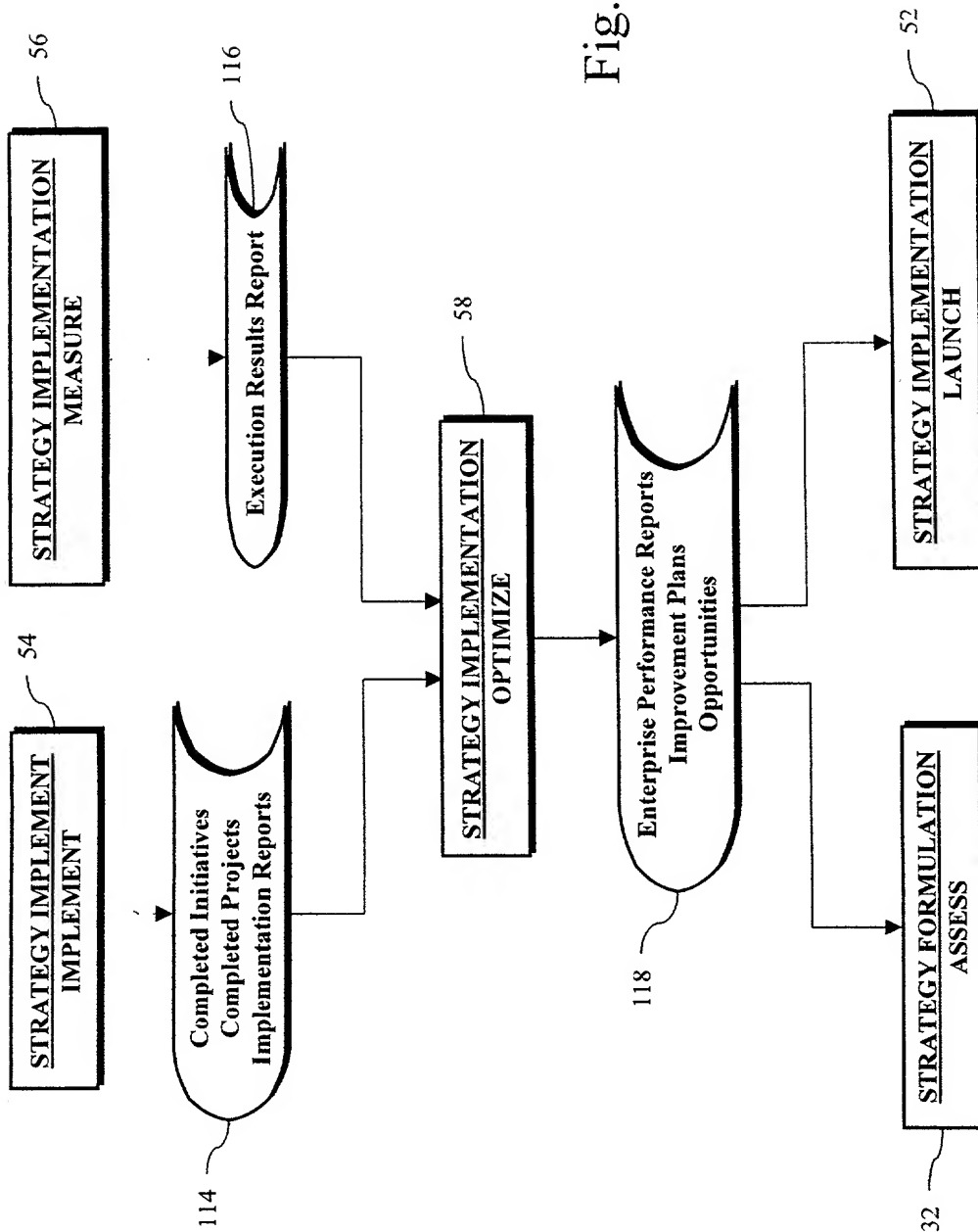


Fig. 8d

200

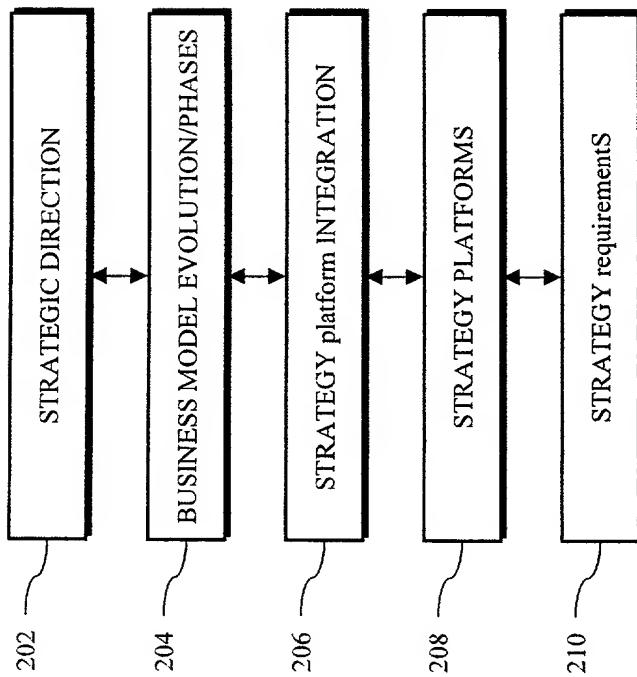


Fig. 9

STRATEGY requirements
requirement
Category
Current Capabilities
Leveragability
Location
Future Requirements
Priority
Feasibility

Fig. 13

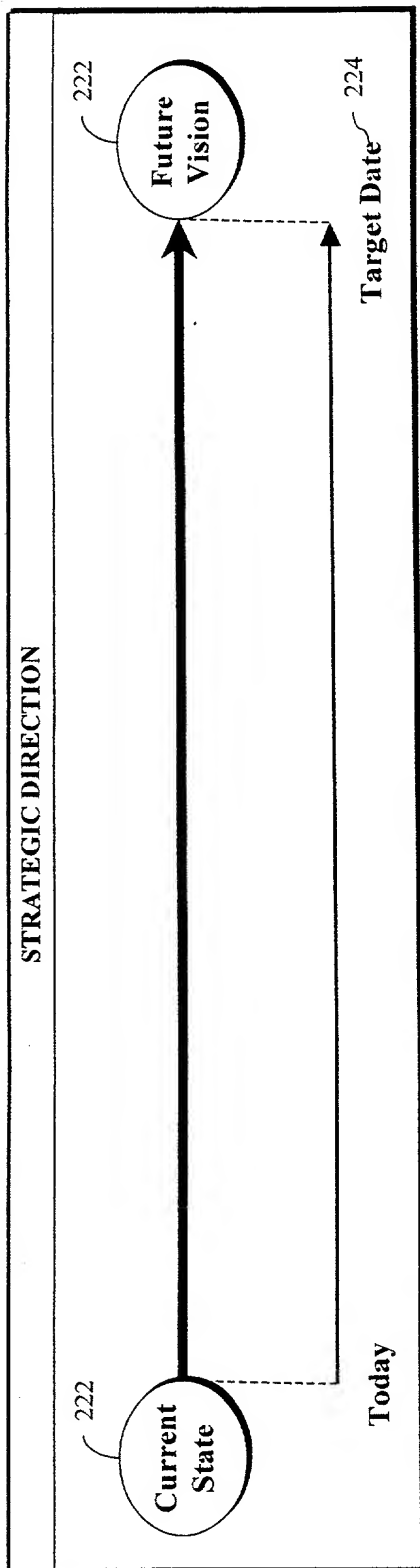


Fig. 10a

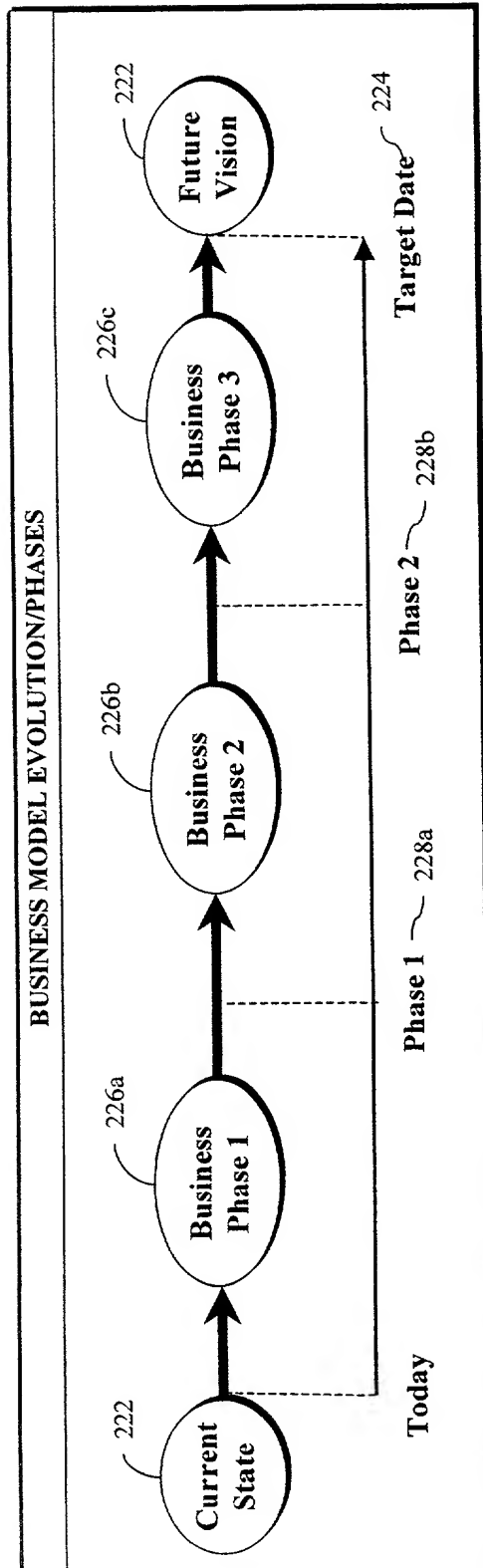


Fig. 10b

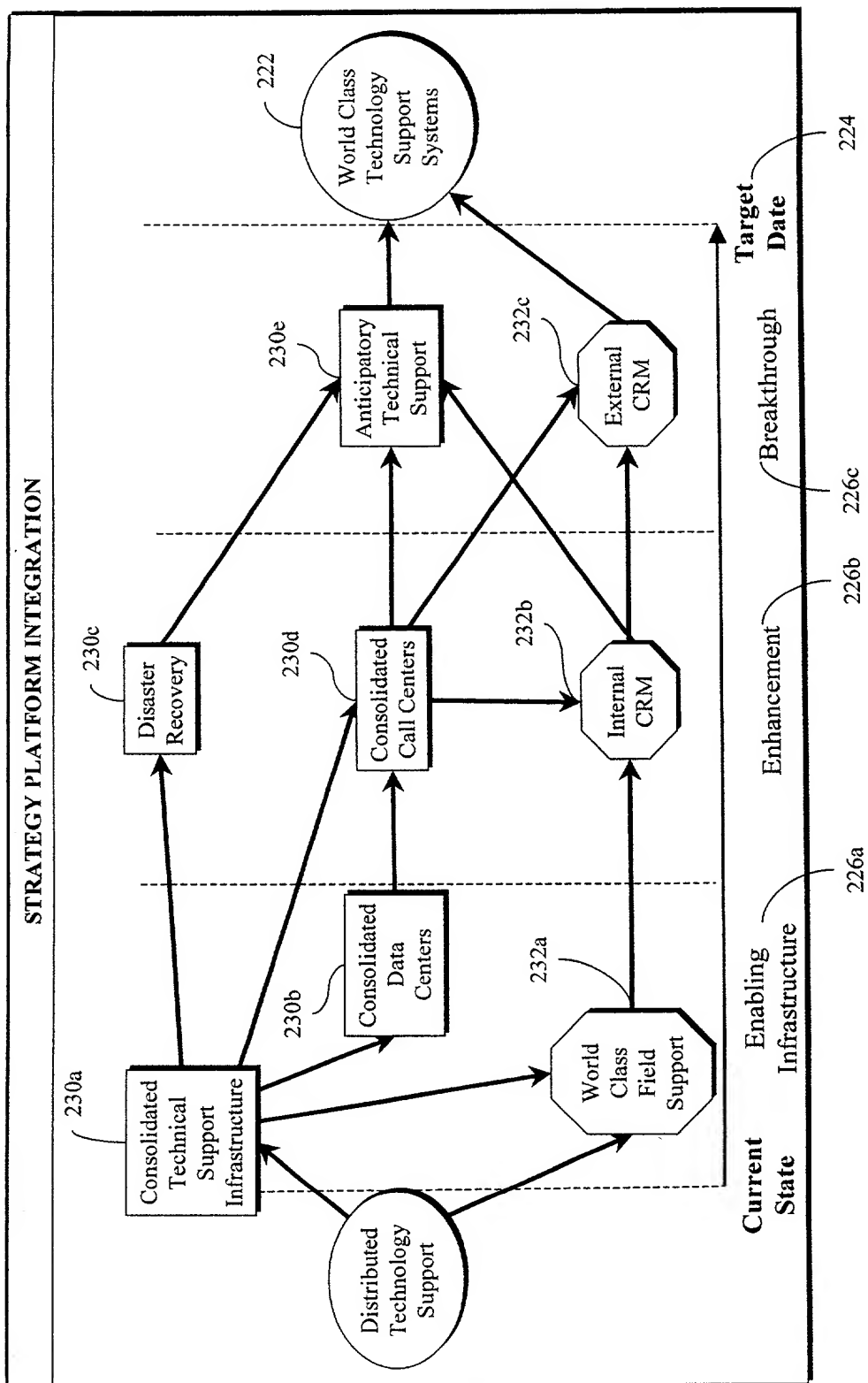


Fig. 10c

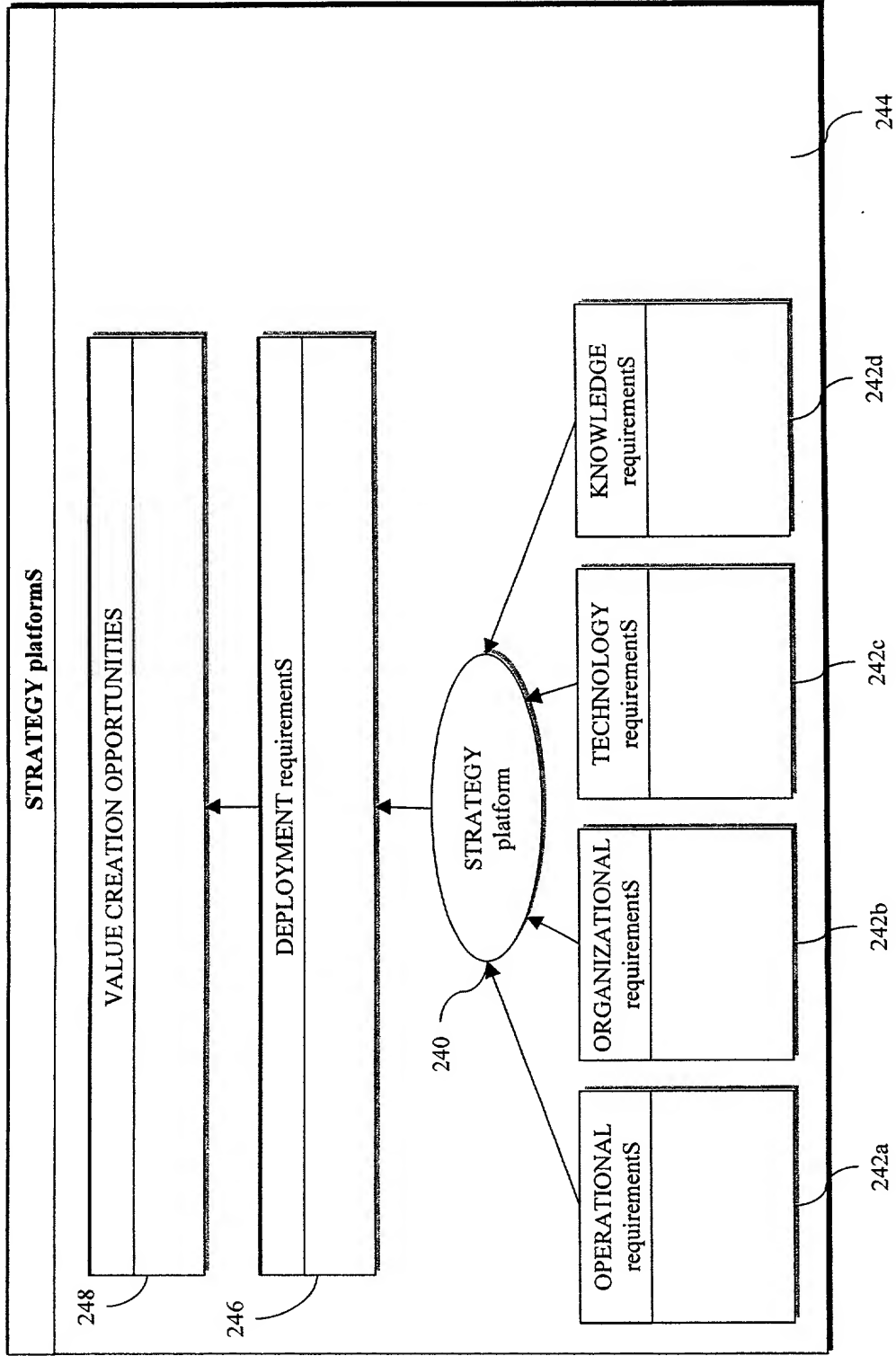


Fig. 11

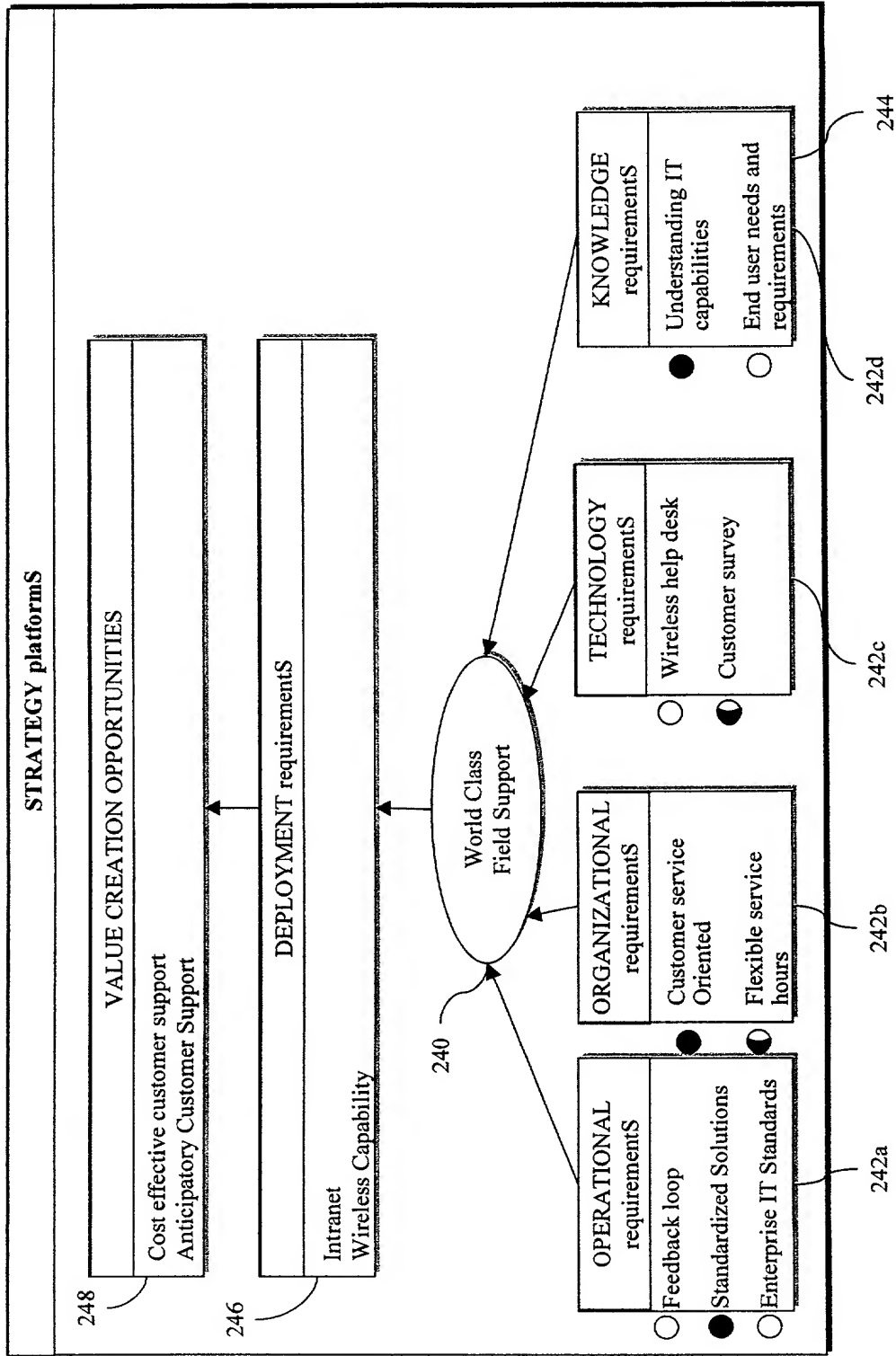


Fig. 12